

FIG. 1

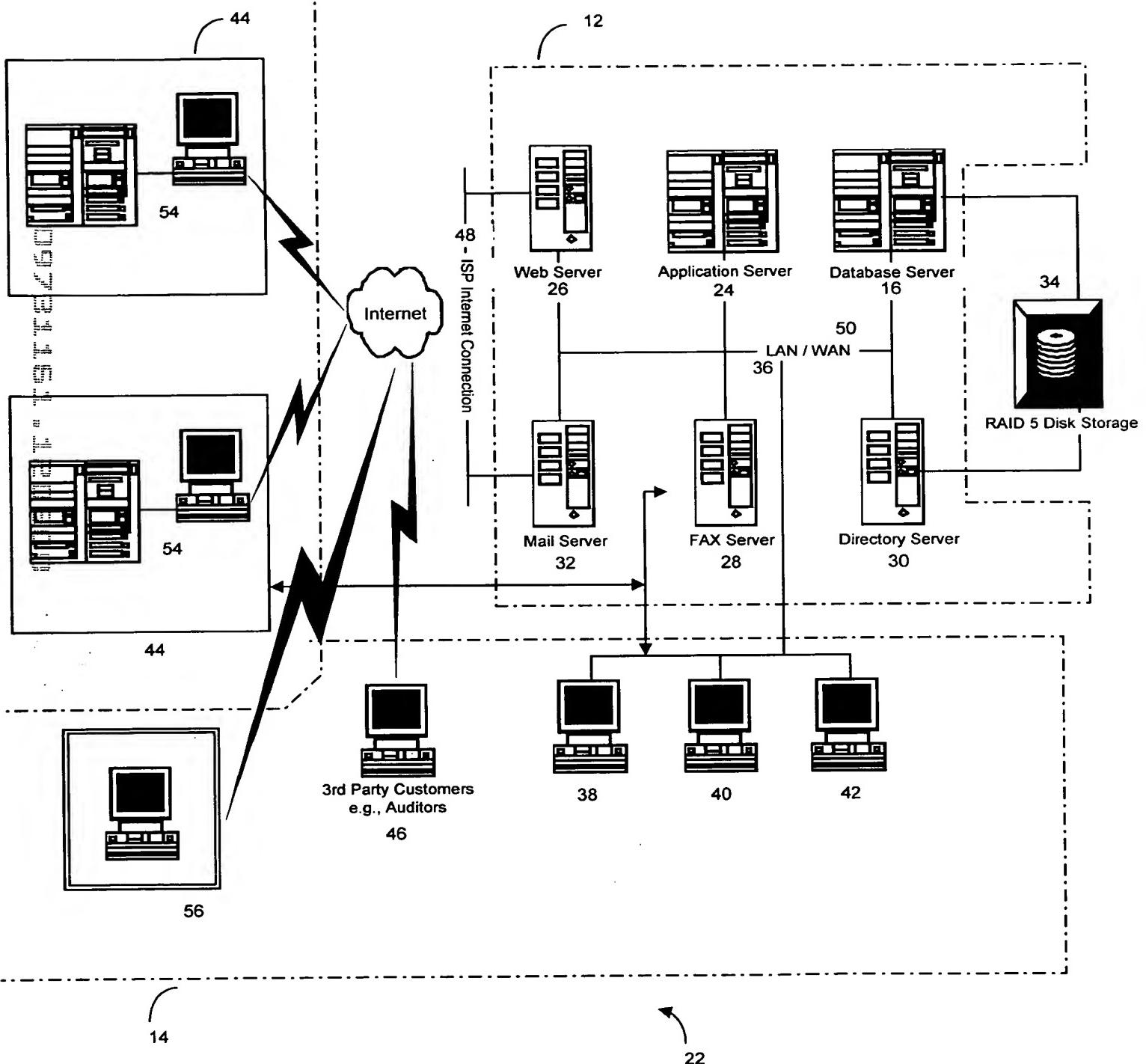


FIGURE 2

FIGURE 3

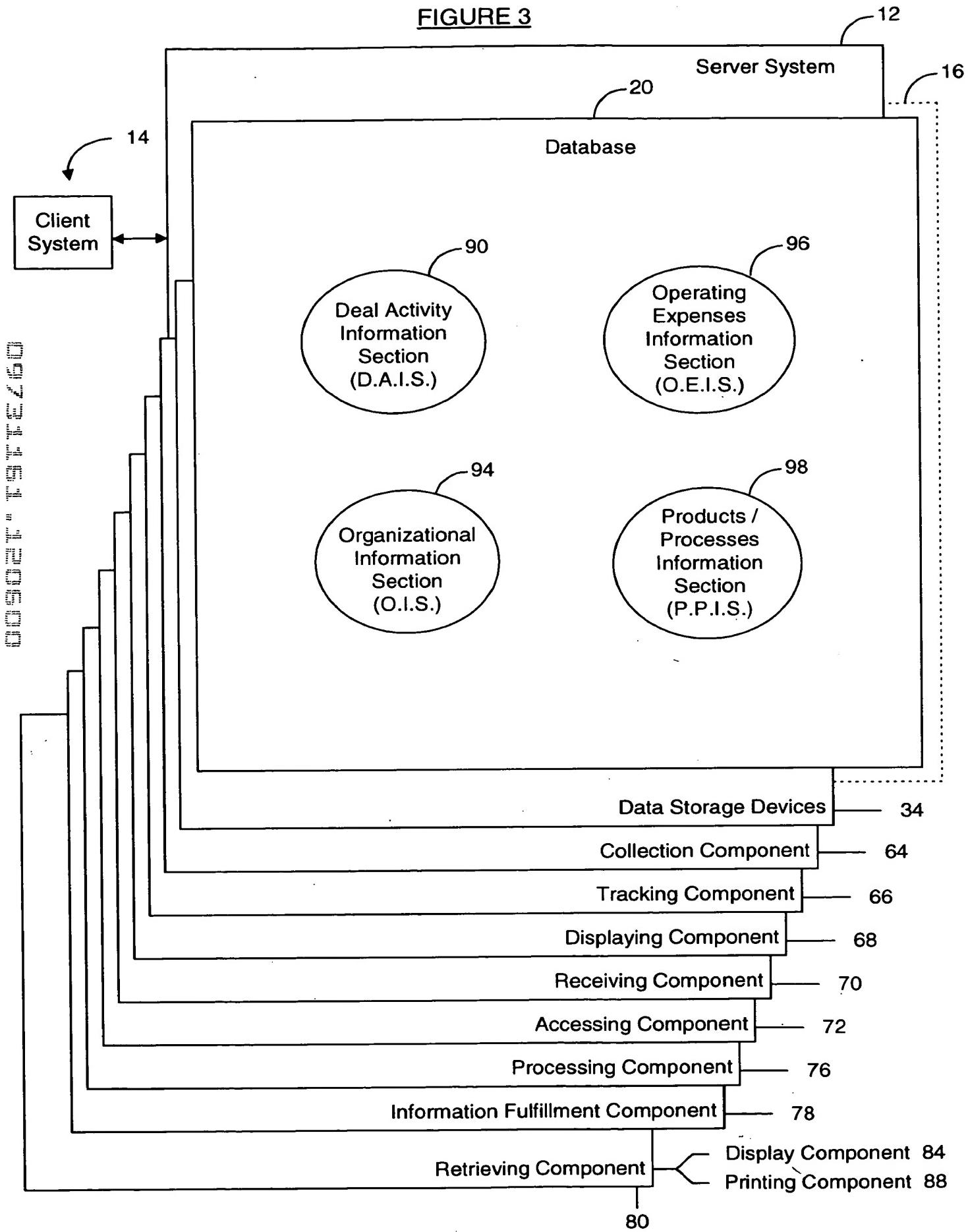
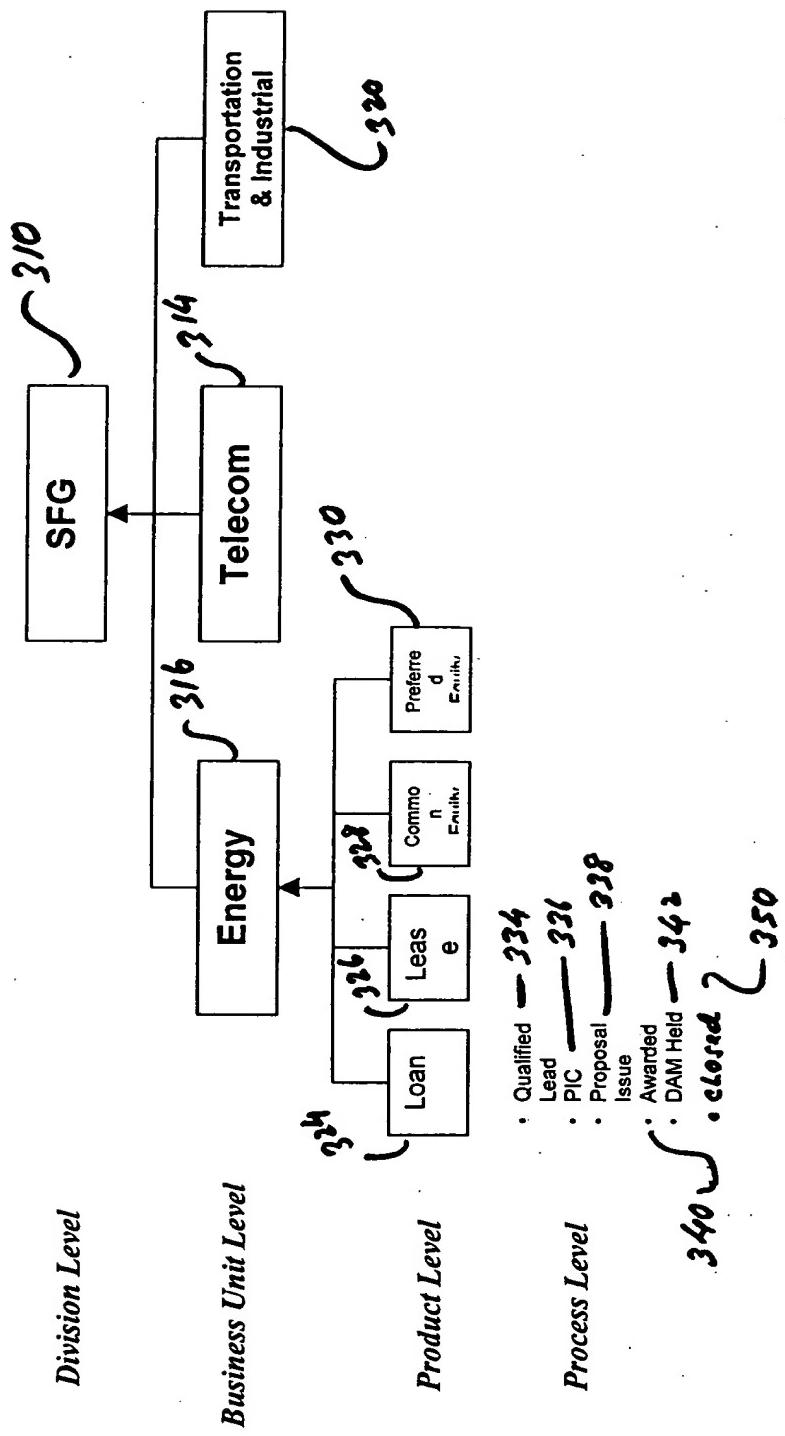


FIGURE - 4



四庫全書

FIGURE 5

32

370 374 - 388 - 394

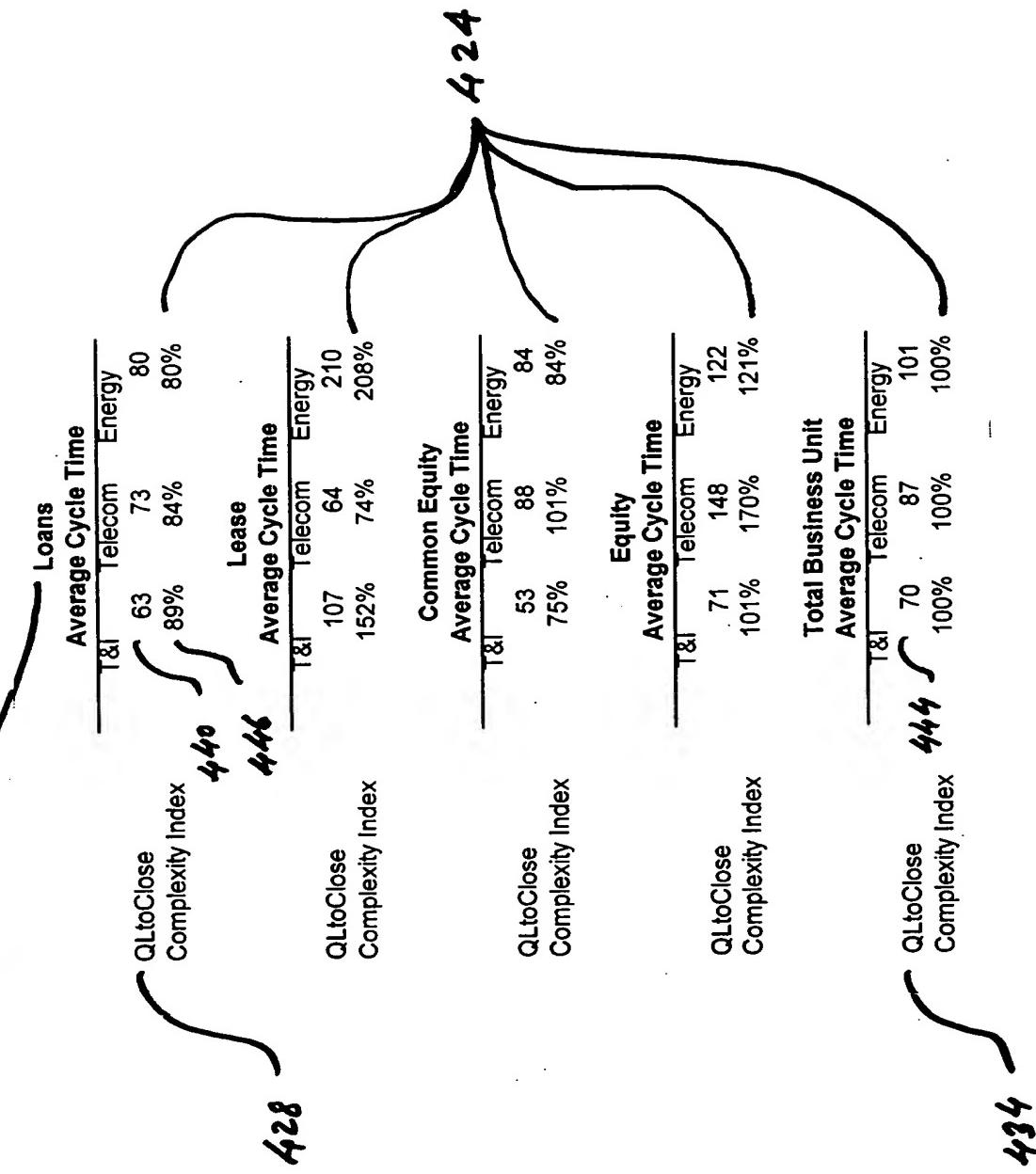
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FIGURE-6

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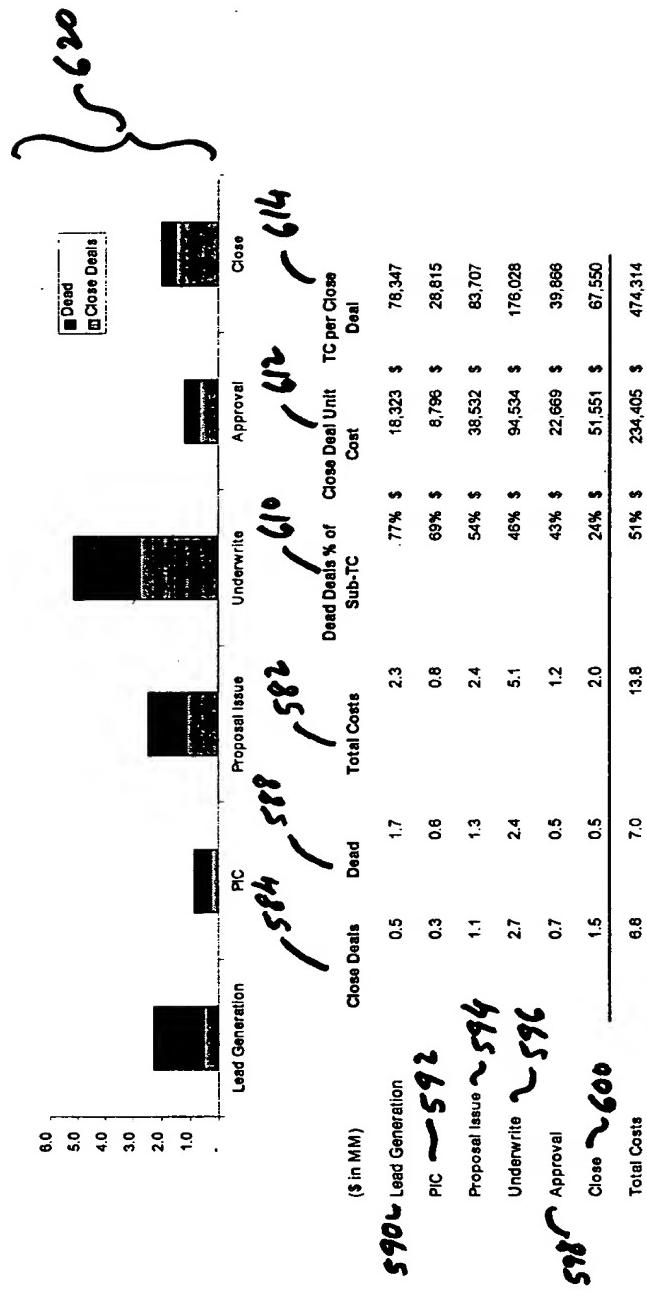


~~100% Close~~ → ~~8~~ → ~~520~~

Loan					
	HQ Level	Board Level	Division Level	Total Costs	
Approved	\$ 787,393	\$ 183,231	\$ 1,300,939	\$ 2,272,063	<i>546</i>
Proposed	\$ 307,867	\$ 70,370	\$ 457,402	\$ 835,638	
Qualified Proposals	\$ 693,576	\$ 154,128	\$ 1,579,812	\$ 2,427,516	
Granted or Declined Requests	\$ 1,512,541	\$ 189,068	\$ 3,403,217	\$ 5,104,825	<i>520</i>
Hold/Wait	\$ 315,516	\$ 120,948	\$ 719,639	\$ 1,156,102	
Approved	\$ 618,618	\$ 51,551	\$ 1,288,787	\$ 1,958,956	
	\$ 4,236,010	\$ 769,295	\$ 8,749,795	\$ 13,755,100	<i>548</i>
Total Costs	\$ 24				
Unit Cost per Close Deal	<i>510</i>				
Total Cost per Close Deal	<i>512</i>				
Total Costs:	<i>564</i>				
Close Deals	<i>566</i>				
Dead Deals	<i>568</i>				
Total Costs	<i>570</i>				
Dead deals % of Total Costs	56%	65%	47%	51%	
Hit Rates (DAM Held to Close)	53%	50%	59%	57%	
					<i>572</i>

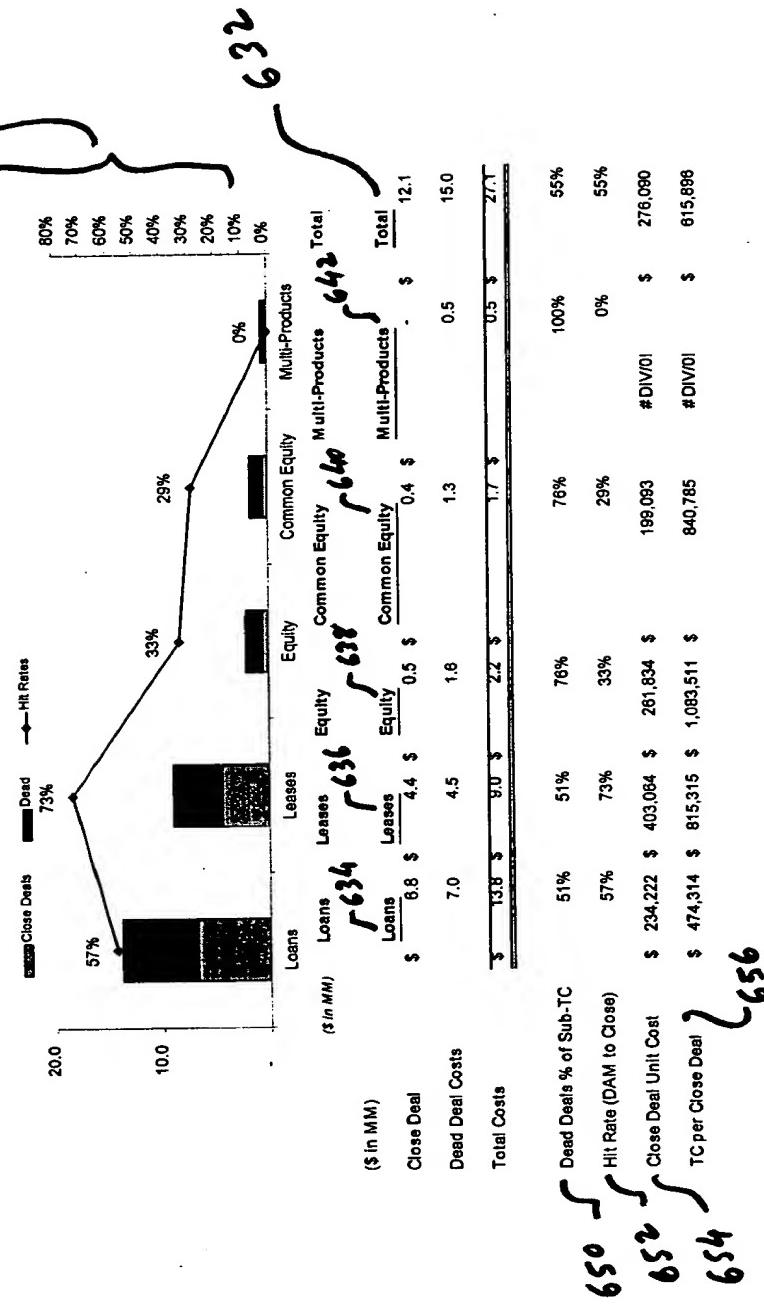
Figure - 9 → 580

1999 T&I Operating Cost for Loans by Process



\$/1600000 - \$/1000000 \$/1000000 \$/1000000 \$/1000000

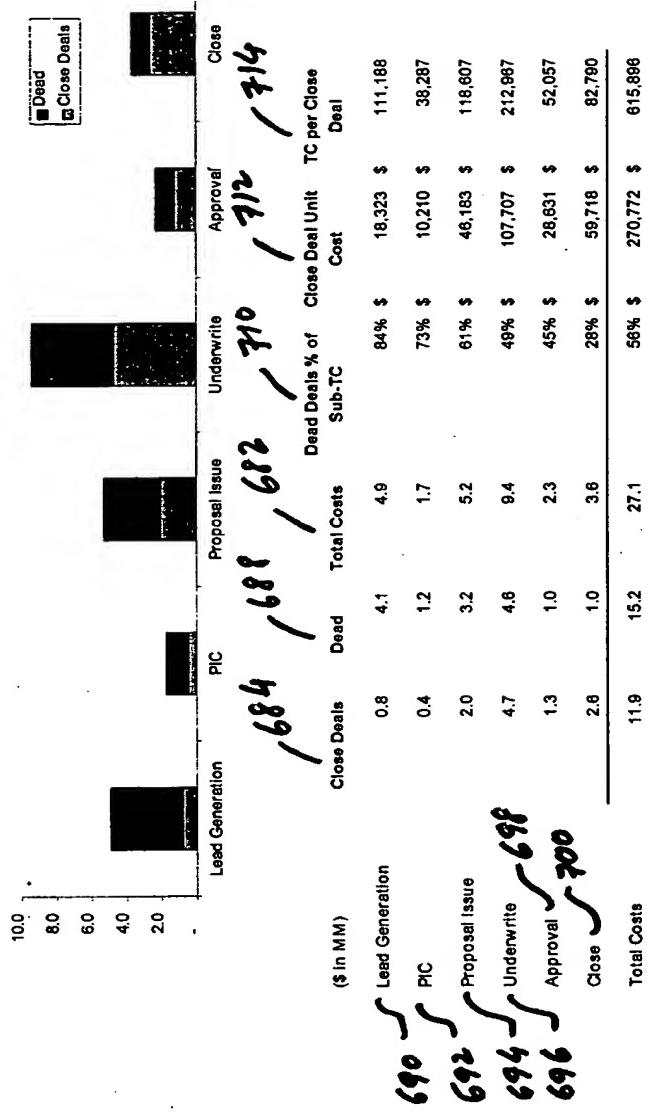
1999 T&I Operating Cost by Product



684
688
692
694
696
698
700

FIGURE 11

1999 T&I Operating Cost for All Products by Process



720

FIGURE 12

